

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

March 5, 1997

RJR Account #160600

Mr. B. Donahue
DONAHUE TOBACCO CO.

APRIL DORAL Box 100 B1G1F / PROMOTION #700447

Dear Bill:

DORAL B1G1F *pre-sleeved* product has been ordered (see quantities listed below), as well as **60** skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

<u>B1G1F</u>	<u>STYLE</u>	<u>UPC Code</u>
4	<i>Full Flavor Box 100</i>	12300-23993
4	<i>Light Box 100</i>	12300-23994

PO #033197

<u>Product / Premium Arrival:</u>	<u>March 31, 1997</u>
<u>Ship Date to Retail:</u>	<u>Week of: April 7, 1997</u>
<u>SKU CUBE:</u>	0.2618
<u>SKU WT (w/o Product):</u>	0.7600 lbs
<u>Retail Sales Offer per Sku:</u>	20 units
<u>Billing per Sku:</u>	2 Savings Cartons
<u>EFT \$ Amount:</u>	<u>\$351.90</u>
<u>Non-EFT \$ Amount:</u>	<u>\$N/A</u>

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B1G1F.

DONAHUE TOBACCO CO.

Promotion Description:

Utilize 4-Carton Shipper Display. Place 20 *pre-sleeved* B1G1F units each of *Doral FF Box 100* and *Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$28.00 (2 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: R. Westenberger / 162302

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

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SIS - VAP SCROLL LIST

IMS904B1 PAGE: 019

WHOLESALER: 160600 DONAHUE TOBACCO CO

INSTRUCTIONS: DORAL BOX BIG1F INTRODUCTION:
 DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
 SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume	
906941	653523	1622 01	NORTHERN BORNE MOBIL	RT. 30	LONG LAKE	NY	A 12		105	
	684091	1622 01	NORTHERN BORNE	MAIN STREET		LONG LAKE	NY	A 12		115
	176627	1623 02	EDDIES GROCERY	82 BOULEVARD ST		HUDSON FALLS	NY	A 12		145
	177009	1623 02	JACOB & TONEY'S IGA	157 MAIN ST		WARRENSBURG	NY	A 24		240
	177011	1623 02	BOB'S VARIETY	47 SOUTH STREET		GLENS FALLS	NY	C 24		550
	177018	1623 02	MOOREWOOD IGA	MAIN STREET		NORTH CREEK	NY	A 12		100
	177024	1623 02	SOKOLS QUEENSBURY MK	122 AVIATION RD		GLENS FALLS	NY	C 12		245
	177035	1623 02	HARTFORD IGA	ROUTE 40		HARTFORD	NY	A 12		150
	177038	1623 02	SCOTTIES VARIETY	20 MAIN ST		GRANVILLE	NY	A 12		130
	177048	1623 02	GETTY 58743	23 MAIN & JOHN ST		HUDSON FALLS	NY	A 01		50
	250716	1623 02	BONFARE	RT 9 SARATOGA AVE		S GLENS FALLS	NY	A 24		150
	494790	1623 02	EMRICK'S EMPORIUM	4466 HARRISBURG ROAD		STONY CREEK	NY	A 04		75
	564276	1623 02	ASAD PETROLEUM GETTY	RT 9L & 149		QUEENSBURY	NY	A 12		80
	566184	1623 02	MINOQUE'S BEVERAGE	AVIATION ROAD		QUEENSBURY	NY	1126-00-00	C 24	700
	566187	1623 02	MINOQUE'S BEVERAGE	16 WEST AVE		SARATOGA SPRING	NY	1126-00-00	C 12	700
	573906	1623 02	ZAFAR DAR & SONS PET	122 AVIATION RD		QUEENSBURY	NY	A 12		110
	640167	1623 02	ZENATH PETROLEUM	278 BROADWAY		HUDSON FALLS	NY	A 12		150
	670993	1623 02	EXIT 23 TRUCK STOP	RT. 9 DIAMOND PT ROAD		LAKE GEORGE	NY	A 12		120
	767657	1623 02	GIFFORD'S MOBIL	WEST MAIN STREET		QUEENSBURY	NY	A 12		125
	176607	1623 04	CORINTH NEWS	118 MAIN ST		CORINTH	NY	A 12		230
	392637	1623 04	GETTY MART	RT 50 & BROOKLINE RD		BALLSTON SPA	NY	A 24		205
	402337	1623 04	A-PLUS #60036F	521 BROADWAY		SARATOGA SPRING	NY	0362-01-02	B 24	582
	482448	1623 04	MARKEL'S HESS	719 NEW LOUDON RD		LATHAM	NY	A 24		173
	699058	1623 04	CORINTH MOBIL	132 MAIN ST		CORINTH	NY	A 12		100
	699172	1623 04	ZZ PETROLEUM, INC.	2429 STATE ROUTE 9		BALLSTON SPA	NY	A 12		148
	252946	1623 05	STOP -N- SHOP MARKET	21 LARK STREET		ALBANY	NY	A 01		80
	579471	1623 05	N&H GROCERY	218 LARK ST		ALBANY	NY	A 04		175
	722987	1623 05	NEW AB CONVENIENT	299 2ND AVE		ALBANY	NY	A 12		225
	634314	1623 06	HAMADA MART INC.	95 CONGRESS STREET		TROY	NY	A 12		178
	686763	1623 06	GM PETROLEUM	RT 9 & 20		EAST GREENBUSH	NY	A 12		140

Total Accounts 30

(4)

60 Displays

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

04/15/97

ACCOUNT NUMBER: 160600 DONOHUE CANDY & TOB.
VOUCHER NUMBER: 15350045 114 MIDDLE AVE
DATE WRITTEN: 04/15/97 SARATOGA SPRINGS , NY 128
STATUS: PAID
AMOUNT PAID: 28.00 SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	2.00	28.00

EXPLANATION: DORAL BOX B1G1F/#700447/SR 162302

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